

Message Text

UNCLASSIFIED POSS DUPE

PAGE 01 BAGHDA 00732 111242Z

42

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W

----- 014772

R 091100Z JUL 75

FM USINT BAGHDAD

TO MR HANS NEUMANN PRESIDENT

PERKINS AND WILL INTERNATIONAL 309 W JACKSON BLVD CHICAGO IL 60606

INFO SECSTATE WASHDC 2173

UNCLAS BAGHDAD 732

E.O. 11652: N/A

TAGS: BEXP, IZ

SUBJECT: MILITARY CONSTRUCTION PROJECTS

REF: (A) BAGHDAD 672; (B) NEUMANN TO KILLOUGH CABLE

JULY 2

1. USINT SPOKE JULY 8 WITH MINISTRY OF DEFENSE OFFICIAL. HE CONFIRMED NO RPT NO DRAWINGS WERE MEANT TO BE ENCLOSED IN MATERIAL YOU RECEIVED. SAID MINISTRY HAD INVITED 20 INTERNATIONAL FIRMS (INCLUDING FOUR AMERICAN) TO SUBMIT OFFERS. JULY 20 AND JULY 31 DEADLINES HE SAID, ARE UNALTERABLE BUT WHAT MINISTRY HAS IN MIND IS MORE IN NATURE OF A PREQUALIFICATION EXERCISE THAN FOR COMPANIES TO COME UP WITH A FIRM PRICE BID. ESSENCE OF WHAT IS DESIRED, HE SAID, IS FULL DESCRIPTION OF YOUR QUALIFICATIONS, STATEMENT OF APPROACH YOU WOULD TAKE TO PROJECT AND ORDER OF MAGNITUDE COST ESTIMATE--ON BASIS SOLELY OF ADMITTEDLY SKIMPY MATERIAL MINISTRY SENT YOU.

2. HAVE TAKEN LIBERTY OF DISCUSSING PROJECT AND YOUR INTEREST WITH WELL-KNOWN, REPUTABLE LOCAL CONTRACTOR DR. MAHMOUD AL-QUISHTAINI, DIRECTOR, AL-MANAR ENGINEERING W.L.L. P.O. BOX 86, TELEPHONE 60992, CABLE: MECHSULT, BAGHDAD, WHO HAS GOOD RELATIONS WITH MINISTRY. HE WOULD BE HAPPY HOLD DISCUSSIONS WITH YOU ON POSSIBILITY OF WORKING WITH YOU ON PROJECT. HIS OPINION IS THAT YOUR
UNCLASSIFIED
UNCLASSIFIED

PAGE 02 BAGHDA 00732 111242Z

CHANCES WOULD BE ENHANCED IF YOU COULD COME TO BAGHDAD PRIOR TO CLOSING DATES TO CLARIFY WITH MINISTRY EXACTLY

WHAT IT WANTS. USINT THINKS THIS IS A SOUND ASSESSMENT--
WHETHER YOU CHOOSE TO WORK WITH QUISHAINI OR NOT.

3. NORMALLY, AFTER MINISTRY RECEIVES ITS TWENTY OFFERS,
IT WILL PROCEED TO NARROW FIELD TO ABOUT SIX AND THEN
ASK FOR MORE DEFINITE BIDS. FINAL STAGE IS ACTUAL
NEGOTIATION WITH MAXIMUM TWO OR THREE FIRMS. ONCE
FIRST LOT OF BIDS ARE RECEIVED MINISTRY WILL NORMALLY
REFUSE GIVE ANY RPT ANY INFORMATION TO EMBASSIES ON
STATUS OF PROJECT. NOR WILL IT KEEP "LOSING" FIRMS
ABREAST OF DEVELOPMENTS. THIS IS POINT AT WHICH GOOD
LOCAL PRIVATE SECTOR CONTACT BECOMES ALMOST
INDISPENSABLE. USINT HAS OTHER NAMES WE CAN SUGGEST
TO YOU IF YOU WISH.

3. PLEASE ADVISE TRAVEL PLANS. OUR NEW TELEX NUMBER
IS 2287 USINT IK. SIGNED: T. PATRICK KILLOUGH.
LOWRIE

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 09 JUL 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975BAGHDA00732
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750240-0609
From: BAGHDAD
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750771/aaaaciao.tel
Line Count: 79
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 BAGHDAD 672
Review Action: RELEASED, APPROVED
Review Authority: MartinML
Review Comment: n/a
Review Content Flags:
Review Date: 06 MAR 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <06 MAR 2003 by ThomasVJ>; APPROVED <10 MAR 2004 by MartinML>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MILITARY CONSTRUCTION PROJECTS
TAGS: BEXP, IZ
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006